

# GRAY ROBINSON

Dean Cannon  
Statewide Chairman of Government Affairs and  
Executive Vice President

850-577-9090

DEAN.CANNON@GRAY-ROBINSON.COM

301 SOUTH BRONOUGH STREET  
SUITE 600  
POST OFFICE BOX 11189 (32302-3189)  
TALLAHASSEE, FLORIDA 32301  
TEL 850-577-9090  
FAX 850-577-3311  
gray-robinson.com

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TAMPA

August 9, 2016

Mr. Joe Helfenberger  
City of Saint Cloud  
1300 Ninth Street  
St. Cloud, FL 34769  
joe.helfenberger@stcloud.org

Re: Agreement with GrayRobinson, P.A.

Dear Joe Helfenberger:

Thank you very much for your interest in GrayRobinson, P.A. ("GrayRobinson" or "the Firm"). We appreciate the opportunity to provide governmental consulting services to the City of Saint Cloud, ("City" or "you"). The Firm is committed to providing the highest level of service in furtherance of your goals. This agreement will describe the terms under which that representation will occur.

You have asked that we represent City on issues related to State of Florida government relations, including the legislative and executive branches, and other executive agencies.

The entire team of GrayRobinson's lobbyists will be available to advance City's interests. However, in order to ensure that your needs are efficiently and fully addressed, I will be the primary contact for this representation. We will send you our new contact information (including our email addresses and phone numbers for our office, fax, and cell phone and our new W9) via separate correspondence.

In exchange for these services, City has agreed to pay the Firm \$2,000 per month beginning with an initial payment of \$2,000 on September 1, 2016, and on the first day of each month thereafter. All payments should be remitted to 301 S. Bronough St., Suite 600, Tallahassee, FL 32301, or via ACH transfer or other electronic transfer upon receipt of invoice. Documented, out-of-pocket costs directly attributable to the performance of this work will be billed in addition to the monthly retainer, and these costs may include travel and other expenses incurred on City's behalf. No monthly costs that in the aggregate exceed \$250 will be incurred without your prior approval. Both City and the Firm have the right to terminate this contract with or without cause with thirty (30) days notice given. Also, by signing below, you agree that you will complete any forms necessary to comply with lobbyist registration requirements under Florida law that may arise as a result of our representation of City during the term of this contract or after its termination should reporting periods overlap.

Unless you direct otherwise, the Firm will report 50% of our fees and reimbursements as Legislative Branch lobbying fees and costs and 50% as Executive Branch lobbying fees and costs. All payments are subject to public disclosure per Florida Statute.

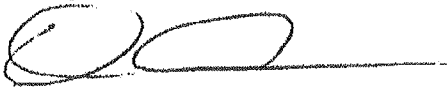
GrayRobinson has a policy of declining representation of clients when that representation would immediately create a direct conflict with other clients. You have retained GrayRobinson for representation as outlined above, and we know of no conflicts with our current clients. If you ever have a

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concern about perceived or potential conflict, we ask that you alert us immediately so we can address it in a mutually acceptable fashion. We will do the same. In order to ensure the candor and trust in our relationship that forms the basis of effective representation, it is the policy of the Firm to keep confidential all information about your interests and strategies. Because information is our stock in trade and because advancing your interests may depend on it, we ask that you also keep confidential any information we may share with you regarding political strategy, insight, information, or analysis.

I believe the above reflects our understanding. If it does, please sign this agreement and return to me. If not already completed, electronic lobbyist registration forms will be sent separately from the respective entities for 2016. I expect 2017 registrations, which will require new approval, to go out the first week of January 2017. I appreciate your attention to this matter and look forward to working with you. Please never hesitate to contact me if we can assist City in any way.

Sincerely,



Dean Cannon

~ / A  
\_\_\_\_\_  
For: City of Saint Cloud  
  
\_\_\_\_\_  
By: Signature

\_\_\_\_\_  
Date 10/27/2016  
Mayor  
Rebecca Borders  
\_\_\_\_\_  
Printed Name